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So testifies Mr. J. F. ARENDT,
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THE REMEDY FOR EVERYDAY ILLS



"I have used Pe-ru-na for years in cases of colds and catarrh. The results have been good, in fact, more than you claimed. Have also taken Lacupia and can easily say it is one of the best blood purifiers I have ever used."

Mr. J. F. Arendt

For Catarrh and Catarrhal Conditions

The evidence of one man like Mr. Arendt is more convincing proof to you of the merits of Pe-ru-na than any written words of ours. For fifty years Pe-ru-na has been the standby of the American family for diseases due to catarrhal inflammation of the mucous membranes lining the organs of the body. Thousands, like Mr. Arendt, have proved the effectiveness of Pe-ru-na for coughs, colds, nasal catarrh, stomach, bowel and liver disorders or any disease characterized by a catarrhal condition. If your suffering is the result of a catarrhal disorder try Pe-ru-na. It is a true, tried medicine.

Sold Everywhere

Tablets or Liquid

Ninety-seven per cent. of the people have catarrh in some form.

"TWO OF A KIND":

LOADING CLERK AND LOADING MERCHANDISE

If you found an employee loading on the job you certainly wouldn't offer to pay him room rent and then furnish him heat and light as well.

But do you know that a great many merchants are doing almost the same thing with certain lines of their merchandise that are no more profitable than the loading employee?

A clerk is engaged for no other purpose than to earn new profits. You certainly don't keep him just for ornament, no matter how well groomed he may be.

IT IS THE PROFITS YOU ARE AFTER.

Just stop to think for a moment. HOW MUCH DIFFERENCE IS THERE between a shelf full of slowly-moving stock or stock that does not move at all, and the retail salesman who is loading on the job. Both were brought into your store to earn profits and both have refused to do it.

"Can" Them Both.

Is there really any difference between the two—so far as their money value to you is concerned? Certainly not!

You would take quick action with the loading employee. But how about the shirking merchandise—THE SHELF-WARMERS THAT ARE RESTING SO COMFORTABLY ABOUT YOUR STORE? You are paying rent for the space they occupy. So also you are paying for the insurance that protects them from loss by fire. Other items of expense you can trace to them. Why, then, should not these shelf-warmers be given the same "grand bounce"—or "tin can"—or whatever you call it in your store—that you would mete out to the loading clerk?

The keen and successful business man would dismiss the loading clerk just the same as would you. But he also would round up the loading merchandise—mark it down—even below cost, if necessary, and send it kicking out of the door.

Nationally Advertised Brands Work for You All the Time.

He soon would have in place of the shirking clerk one who was worthy of his hire—one who would be willing to earn the profits. In place of the loading merchandise he also would fill his shelves with that which was in real demand—that is, the NATIONALLY-ADVERTISED, STANDARDIZED, TRADE-MARKED MERCHANDISE THAT MAKES QUICK PROFITS, AND REALLY WAS WORTHY OF THE SPACE IT OCCUPIED.

So you see there really isn't very much difference between the loading clerk and the shelf-warming merchandise—the kind that's "nailed to the shelves", as our page-1 cartoon has it. One should be disposed of just as quickly as the other if you want to get all the profits that are coming to you.

TAKE YOUR MARKET- ING PROGRAM TO FARMERS' WEEK

The benefits of co-operation in marketing and how to organize local marketing units will be the theme of the marketing section of the Farmers' Week program at Columbia, January 19 to 23. The experience of successful Missouri organizations and their managers will be drawn upon in presenting the marketing work. One part of the program, classed with marketing, is a meeting of representatives of all live stock shipping associations in Missouri, called to consider forming a State organization.

The big marketing problem of the average Missouri farm divides itself into the problems of livestock marketing, grain marketing and produce marketing, says Ralph Loomis of the University of Missouri College of Agriculture. By organizing a shipping association, farmers who feed less than a car lot of stock at one time have found themselves on a level with the car lot feeder. The farmers' elevator has proved a leading factor in solving the grain marketing problem in many Missouri communities. Well planned organizations for the co-operative marketing of produce have made to the farmer a very favorable difference in the price of cream and eggs at their respective shipping points. To

show what some communities have done is the aim of the Farmers' Week conferences and talks on marketing. As the principles brought out are applied in other communities, the farming marketing problem will be solved.

HOME DEMONSTRATION DEPT.

I wish to congratulate the people of St. Francois county in having such a splendid organization in Farm Bureau and Home Demonstration work. I have seen something of both lines of work in other States, and I cannot fail to observe promptly these St. Francois county organizations are "live wires."

Perhaps I should use singular number and say "organization", for I believe that, more in fact than in name, both departments in this county have been working as one. The more perfect the union and co-operation of the women's work and the men's work in a county, the greater will be the strength and future possibilities.

I am very glad to know that the past year with Home Demonstration work here has been so prosperous and fruitful. I have no wild dreams of being able to fill the vacancy left by your last agent. I do hope to be able to do a bit of service worth while to you. I shall hesitate in doing nothing that is within my power to assist you.

I wish to ask each community which wishes to renew or to begin any line of Home Demonstration work, to notify me as soon as possible. We hope to give you what you want most. Ask me to meet with you to help plan some work for the year, whether it be in hot school lunches for the children, feeding and care of children, sewing and dress forms, balanced meals, home convenience, or some other valuable works. As you know, the specialists from the University are ready and anxious to help us.

Let's get acquainted and mutually strive to raise St. Francois county still higher in the rank of live and progressive counties.

OLIVIA E. PEUGH,

Home Demonstration Agent.

CANNED GLADNESS

The latest wrinkle in foodstuffs is boiled cabbage in cans. All you have to do is heat the can in hot water, open it and forget life's trials and tribulations in getting outside of the contents. This ought to fill a long-felt want. We are plebeian enough to love boiled cabbage, and have always deplored the fact that it smells to high heaven when cooked in the house, calling all the flies for miles around, and also calling the neighbors' attention to the fact that we are not aristocratic. Nothing will modify that odor unless you mix limberger cheese and glue, and we have been tempted to seek out Luther Burbank and ask him if he could think of some scheme to graft the cabbage with heliotrope and violet, but this new canned article may solve the problem. —Ex.

DON'T NEGLECT A RHEUMATIC PAIN

Go after it with Sloan's
Liniment before it gets
dangerous

Apply a little, don't rub, let it penetrate, and—good-by twinge! Same for external aches, pains, strains, stiffness of joints or muscles, lameness, bruises. Instant relief without mussiness or soiled clothing. Reliable—the biggest selling liniment year after year. Economical by reason of enormous sales. Keep a big bottle ready at all times. Ask your druggist for Sloan's Liniment. 35c, 70c, \$1.40.

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Liniment
Keep it handy

A subscription to The Times
will help you thro the year

SOME THINGS THE WAR PRODUCED IN MISSOURI

(By A. T. Edmonston.)
Jefferson City, Mo., Dec. 31.—What the war years did to promote and increase the annual output and worth of powder and other explosives, dynamite, Missouri-made is indicated by a bulletin of the Missouri Bureau of Labor Statistics, dealing with the industry, commencing with 1914 and closing with the end of 1918, given publicly today by Labor Commissioner William H. Lewis.

The increase in worth of Missouri-made dynamite, powder and other explosives in course of four years, is convincingly made clear by the fact that the 1918 output of the four factories of the State, one in Pike county, two in Jasper county, near Carthage, and one in Jackson county a few miles from Kansas City, the last year of the war, was worth \$9,471,476, as compared to a worth of \$3,995,258 for the production of 1914, the year the world-wide conflict commenced. The gain in worth of output in four years, was \$6,376,218, or about 206 per cent. While the price per unit of dynamite, powder and explosives, 1918 over 1914 materially increased, just as did all other manufactured commodities, yet most of the increase in worth during the period considered by the Bureau of Labor Statistics bulletin, was due to an actual gain in total quantity of explosives produced.

The 1917 production of Missouri-made explosives had a total worth of \$8,584,322 as compared to \$6,798,016 for 1916 and \$4,213,875 for 1915. The following exhibition of figures gives the annual output of Missouri-made dynamite, powder and by-products from January 1, 1914, to the close of 1918.

Explosive products manufactured in Missouri in 1918: dynamite, 34,504,127 pounds; black blasting powder, 2,375,750 pounds; mixed acids, 9,949,300 pounds; and ammonium nitrate, 13,812,478 pounds; total production reported, 60,643,815 pounds.

Explosive products manufactured in 1917: dynamite 45,169,000 pounds; black blasting powder, 4,215,000 pounds; mixed acids, 8,051,000 pounds; and ammonium nitrate, 2,919,000 pounds; total production reported, 60,354,000 pounds.

Explosive products manufactured in 1916: dynamite, 41,297,000 pounds; black blasting powder, 1,687,000 pounds; mixed acids, 1,457,000 pounds; and ammonium nitrate, 1,637,000 pounds; total production reported 45,078,000 pounds.

Explosive products manufactured in 1915: dynamite, 38,021,000 pounds; black blasting powder, 2,033,000 pounds; mixed acids, 256,000 pounds; and ammonium nitrate, 2,239,000 pounds; total production reported, 42,549,000 pounds.

Explosive products manufactured in 1914: dynamite 27,100,000 pounds; black blasting powder, 1,976,100 pounds; mixed acids and ammonium nitrate, none reported; total reported production of explosives, 1914, 29,166,100 pounds.

The part Missouri manufacturers of explosives played in bringing to a speedy termination the world war, while only an indirect one, since none of their products were, so far as is officially known, used in actual battles on land or sea, was necessary, and therefore, worth while. During the war years, Missouri made dynamite blasting powder and other explosives were shipped into every mining State of the country and used there to blast out the minerals which finally found their way in the manufactured form of cartridges, bullets, shells, rifles, bayonettes, machine-guns, pistols, revolvers, seige-guns, cannons, auto tanks and trucks and other munitions supplies and paraphernalia, including even submarine boats, dreadnaughts, battle cruisers and as parts of aeroplanes, into the very heart of the conflict as it raged on land and sea in the eastern hemisphere. Through increasing their outputs and shipping into Eastern mining States, Missouri explosive manufacturers released entirely the outputs of big eastern plants for the sole use of the armies and navies of the United States and the allies, which accomplishment proved a tremendous item.

That the manufacturing of explosives is not as profitable as some other lines which are less hazardous is revealed by the fact that in 1918, to produce commodities which had a final factory worth of \$9,471,476 it took raw materials and supplies worth \$6,243,176 and in addition \$974,862 had to be distributed as salaries and wages and \$56,147 for rent and taxes and insurance and \$138,539 for miscellaneous purposes.

The men and women employed at the four Missouri explosive manufacturing plants, grew from a total of 580 in 1914, to 684 in 1915, to 684 in 1916, to 826 in 1917, and finally for 1918, to 1,089. The annual disbursements for salaries and wages, increased from \$333,848 in 1914 to \$398,643 for 1915, to \$606,437 for 1916; to \$745,945 for 1917 and to \$972,962 for 1918.

The manufacturing of explosives is one Missouri industry which women did not invade during the war, probably for the reason that while considerable nerve and judgment is required by those engaged in it a bunch of high-strung nerves, is a serious detriment. In 1914, 34 women and girls were on the payrolls of the four Missouri plants, in 1915 only 9, in 1916 21, in 1917 14, and in 1918, 28.

The four Missouri explosive manufacturing plants in 1918 represented an investment of \$4,543,023 as compared to \$4,369,389 in 1917; \$3,118,649 in 1916, \$2,845,965 in 1915, and \$2,945,002 in 1914.

The Best Cough Medicine

When a druggist finds that his customers speak well of a certain preparation, he forms a good opinion of it and when in need of such a medicine is almost certain to use it himself and in his family. This is why so many druggists use and recommend Chamberlain's Cough Remedy. J. B. Jones, a well known druggist of Cubrun, Ky., says, "I have used Chamberlain's Cough Remedy in my family for the past seven years, and have found it to be the best cough medicine I have ever known." Obtainable everywhere. Ad.

"GOP" WHITE ELEPHANT

Jefferson City, Mo., Jan. 6.—With a colossal white elephant on their hands, metaphorically alluding, in the person of Senator Seldon P. Spencer, and no jungle in sight into which he can safely be led, tied, blindfolded, gagged and then forgotten, the erstwhile "grand old party" of Missouri is awakening sadly to the fact that the defeat the State ticket of their choosing will encounter next November will be the most overwhelming in the political annals of the commonwealth. The very electors of St. Louis, Kansas City, St. Joseph, Springfield, Sedalia, Joplin, St. Charles, Cape Girardeau, Jefferson City, who through their votes in November, 1918, sent Spencer to the United States Senate in preference to former Governor Joseph W. Folk, are the ones who are now so intently bent on putting the former St. Louis circuit judge out of Republican politics forever by scratching his name and those of other "dry" nominees from their ballots at the coming general election.

But the more the "wet gops" of the moist cities of Missouri oppose the renomination of Senator Spencer the fiercer grows the determination of the high class rural wing of the party to again tender him the same honor at the State-wide primary of next August, and to nominate other prohibitionists for the other places. All S. O. S. signals of the St. Louis and Kansas City Republican leaders to the dry faction of the party, pleading, for the sake of a possible victory next November, to forsake the junior United States Senator and select a standard bearer from a coterie consisting of former Wabash railroad counselor James A. Minnis of Carrollton and St. Louis; W. S. Dickey, millionaire mud-mixer of the Kaw; former Lieutenant Governor John C. McKinley of Unionville; Colonel Dwight Davis of St. Louis; Judge Henry Lamm of Sedalia; former Supreme Court Judge John Kennish of Kansas City; Mayor Henry Kiel of St. Louis, are allowed to pass overhead entirely unheeded. "We want Senator Spencer, and we want what we want when we want it", is the sole reply to all compromise overture.

The stock of Editor E. E. McJimmsey of Springfield, the Republican aspirant for the gubernatorial nomination is no longer as high in St. Louis as it was before the discovery three weeks ago that, like the former g. o. p. bolter and Progressive party leader, Arthur M. Hyde of Grundy county, he has a "dry past". Years ago while running a paper in Maryville, Nodaway county, it is asserted, McJimmsey actively assisted in turning that booming burg, which was then a blooming oasis, into a place as arid as the Sahara desert. A few days ago another effort was made by certain prominent St. Louis "gops" with "swampy" tendencies to again lure former Supreme Court Judge Henry Lamm of Sedalia into the race for the Republican nomination for Governor. The promise was held out to close friends that the high honor would be cinched for him through indorsing his candidacy at a preferential convention of "gop" bosses, dictators, brewery owners, saloon keepers, negro saloon porters and other active representatives of the wet element of the party, to be held in early spring sometime before the August primary. It was asserted by this "gop" faction that such a move would entirely eliminate Editor McJimmsey, the former progressive Hyde, Attorney Reeves of Kansas City, State Senator Gray of Joplin, and all other Republicans with an ambitious eye on the party gubernatorial nomination.

It developed Saturday, January 3, that Judge Lamm had been selected by the Wood-for-President Republicans of Missouri, composed chiefly of former progressive party leaders and Roosevelt boosters, with the Kansas City Star-Times as the back-bone of the movement, as the head of a State-wide league which will endeavor to swing the Missouri delegation into line for that National army officer at the Republican National Convention in Chicago next June. The Republican faction of Kansas City, mainly former Roosevelt rustlers and therefore g. o. p. bolters of 1912, who started the Wood presidential boom in Missouri, are for Arthur M. Hyde of Grundy county for the party nomination for Governor. The acceptance on the part of Judge Lamm of the leadership of the Wood forces, it is pointed out by the Hyde advocates, indirectly saving him into the line-up for this Grundy county gubernatorial candidate. On the very day that it was proclaimed far and wide in Missouri that Judge Lamm would lead the Wood-for-president forces of Missouri, the former Republican Supreme Judge gave out an interview in Sedalia that he would under no conditions seek a place on the 1920 g. o. p. State ticket, but would confine his efforts to capturing the Missouri Republican delegation for Wood.

Here is a portion of the Kansas City Republican 1920 State ticket slate to be forced across, first, at the preferential conference of the bosses and then at the August primary: For President, General Wood; for United States Senator, Walter S. Dickey; for Governor, Arthur M. Hyde; for Attorney General, Representative S. F. O'Fallon of Holt county, the Republican Speaker and dry leader of the last house; and for Secretary of State, Editor C. M. Harrison of Sedalia.

While Senator Spencer is eliminated from this Kansas City slate sop is thrown the Republican prohibition majority of rural Missouri through supporting Hyde for Governor and O'Fallon for Attorney General. To make amends to the Republican newspaper fraternity for leaving the name of Editor McJimmsey from the slate, the Kansas City g. o. p. wing promises to again support Editor Harrison for the nomination for Secretary of State. This Sedalia newspaper man was the party nominee for the same berth four years ago, only to go down in defeat then with the remainder of the ticket.

The St. Louis "wet gop" machine also has a slate and intends to put it over with the aid of the spring preferential convention of eastern Missouri bosses. Judge Lamm, without his acquiescences, figures as the choice of

the majority for Governor; Col. Dwight Davis is the unanimous selection for United States Senator, and State Senator Conrad Elder for Attorney General. The St. Louis slate makers are still divided on their candidate for President, and also for the other State nominations. The ever-growing supposition is that some St. Louis "wet" negro lawyer will be indorsed for Lieutenant Governor, or State Treasurer, to satisfy the clamor of 25,000 Ethiopians of that city that their race be given substantial recognition on the 1920 State ticket, leaving it to white rural Republican voters to snuff this election under at the August primary.

But down in Joplin a slate breaker in person of State Senator Howard Gray is growing more formidable every day, and with Judge Lamm out of the race for the gubernatorial nomination, is now threatening to cut some figure in the race. But rural Republicans oppose him because he has the opinion that the present primary law ought to be repealed and all party nominees selected at State conventions as of yore.

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